

THE
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VOL. VII. No. 14. NEW-YORK, Saturday, April 3, 1875. WHOLE No. 168.

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The Publishers' Weekly.

APRIL 3, 1875.

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subjects—nearly all practical ones, such as would be likely among fairly good critics and well-educated men and women. It will be published by Roberts, in a handsome octavo volume, with numerous illustrations.

THE next volume in the International Scientific Series will be Dr. Hermann Vogel's work on "The Chemistry of Light and Photography." It is at once scientific, practical, and entertaining, giving a comprehensive view of the known effects of light and the several processes of photography, with specimen-plates showing the results of the latter. The fourth in the Popular Science Series will be Dr. Cazelles' "Outline of the Evolution Philosophy," translated by the Rev. O. B. Frothingham. It summarizes excellently Herbert Spencer's system, and is supplemented by Prof. Youmans with a paper that gives an interesting chronological view of his literary labors, with a tabular bibliography.

THE reminiscences of the English actor, Macready, to be published next week by Macmillan & Co., will give a very entertaining assortment of personal gossip about all sorts of people with whom his career naturally brought him in contact. The work is being printed in this country.

THE April list of Jas. R. Osgood & Co. makes pleasant promise. A volume of poems from Elizabeth Stuart Phelps, whose contributions to the magazines have included some of the most beautiful religious poetry lately written, will be very welcome; and Mr. Saxe is sure of hosts of pleased readers for his "Leisure Day Rhymes." Verne's latest story, "The Chancellor," is only just out in Paris; it tells the story of a wonderful shipwreck and the remarkable adventures that followed. Mr. Gardner's "Illustrated Homes" and Viollet-le-Duc's "Discourses on Architecture," will contribute usefully to good building. Greg's "Rocks Ahead" is a match-piece to his "Enigmas of Life," and has called out the most vigorous discussion in England.

MR. ABBOTT's "Paragraph History of the United States, from the Discovery of the Continent to the Present Time, with brief Notes on Contemporaneous Events," will be a pocket *vade mecum* of great value at this interesting period in our history. It will be published by Roberts Bros., on the one hundredth anniversary of the Battle of Lexington.

[OFFICIAL.]

Publishers' Board of Trade.

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March 31, 1875.

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Adams.—Memoirs of John Quincy Adams, comprising Portions of his Diary from 1795 to 1848. Edited by Hon. Charles Francis Adams. Vol. 5. 8°. \$5. *Lippincott.*

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Braun.—The Glacial Epoch of our Globe. By Alexander Braun. (Half-Hour Recreations in Popular Science, Dana Estes, Editor. No. 14.) Illustr. 12°, pp. 40. Pap., 25 c. *Estes & L.*

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Epochs of History. Edited by Edward E. Morris, M.A.:—Edward III. By the Rev. W. Warburton, M.A., late Fellow of All Souls Coll., Oxford, etc. With 3 maps. 16°, pp. 266. \$1. *Estes & L.*

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Morris, Edward E. See Epochs of Hist.

Mulock, Miss. See Songs of our Youth.

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- Abbott, E. A. (164), How to Write Clearly, 60 c. Roberts.
- Ahn's (167) Henn's Third German Book, bds., 45 c. Steiger.
- Alexander, Mrs. (167), Ralph Wilton's Weird, \$1.25. Holt.
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- All about Jesus. See Dickson, A.
- Allen, S. M. See Religion and Science.
- "Alpha." See Religion and Science.
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- American (165) Firemen, \$1. Champlin.
- American (165) Soc. of Civil Engineers, Report of Com. on Rapid Transit, etc., pap., 75 c. Van Nostrand.
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- Arthur, T. S. (166), Danger, \$2. Stoddart.
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Morris, W. O'C. See Epochs of Hist.
Mosaic Account of Creation. See Warring, C. B.

- Muller's (M.)** (165) Catechisms:—No. 1, For Beginners, pap., 5 c.;—No. 2, For Parochial and Sunday-Schools, 50 c.;—No. 3, Familiar Explanations, 75 c. *Kreutzer*.
- Musical Present.** See Winner, S.
- Mystery.** See Little Classics.
- Narrow-Gauge Railways in Am.** See Fleming, H.
- Nature and the Bible.** See Dawson, J. W.
- Neptune Afloat.** See Rover, W.
- Newcomb, H.** (164), Harvest and Reapers, new ed., \$1. *Lothrop*.
- New Testament.** See Bible.
- Oakridge.** See Smith, J. E.
- Our Bible.** See Hewitt, J. O. M.
- Our Guy.** See Boyd, E. E.
- Patmos.** See Smith, T. A.
- Peabody, A. P.** (167), Christian Belief and Life, \$1.50. *Roberts*.
- Pearson, T.** (165), Infidelity Dissected, \$1.50. *MacDonald*.
- Perreyve, H.** (165), Daily Life of the Sick, \$1.50. *Cunningham*.
- Phillips, P.** (166), Gospel Singer, bds., 35 c. *Lee & Walker*.
- Pilon, M. R.** (167), The Yanko-Sequor on Free Trade, etc. (in 2 books), Book 2, pap., \$1. *Authors' Pub. Co.*
- Prescott, A. B.** (165), Chemical Examination of Alcoholic Liquors, \$1.50. *Van Nostrand*.
- Prescott, W. H.** (164), Reign of Charles the Fifth, by W. Robertson, etc., new ed. (in 3 vols.), vol. 2, \$2.25; \$2.75 and \$4.50. *Lippincott*.
- Private Life of a King.** See Banvard, J.
- Proctor, R. A.** (166), Transits of Venus, \$3. *Worthington*.
- Prohibitory Liquor Laws.** See Weeden, W. B.
- Protection and Free Trade.** See Butts, I.
- Protestant** (165) Epis. Church, Rep. of First Congress, 1874, pap., 75 c. *Whittaker*.
- Public** (165) Health, Reports, etc., of Am. Public Health Assoc., 1873, \$6.50. *Hurd*.
- Q., C. T.** See Manual of Family Devotion.
- Quatrefages, A. de** (165), Natural Hist. of Man, \$1. *Appleton*.
- Rainbow** (164) Creed, \$1.50. *Gill*.
- Ralph and Dick.** See Kingston, W. H. G.
- Ralph Wilton's Weird.** See Alexander, Mrs.
- Ranke, L. von** (165), Hist. of England, 6 vols., \$24. *Macmillan*.
- Rapid Transit, etc.** See Am. Soc. of Civil Engineers.
- Religion** (166) and Science, by "Alpha," \$1.50. *Campbell*.
- Rich Medway's Two Lovers.** See Gardner, C. E.
- Riddle, A. G.** (165), Alice Brand, \$1.50. *Appleton*.
- Robertson, W.** See Prescott, W. H.
- Robinson's Math. Series.** See Fish, D. W.
- Romance.** See Little Classics.
- Rover, W.** (165), Neptune Afloat, \$1.50. *O'Shea*.
- Royal Road to Learning.** See Merrifield, J.
- Sainte-Beuve, C. A.** (167), English Portraits, \$2. *Holt*.
- Schott, W.** (165), Health Hints to Women, 75 c. *Dutton*.
- Science Record for 1875.** See Beach, A. E.
- Scott, W.** (167), Pirate, cheap ed., pap., 25 c. *Peterson*.
- Secret of the Lord.** See Shipton, A.
- Secrets of the Sanctum.** See Hill, A. F.
- Seeking** (165) and Finding, \$1. *Ref. Ch. Bd. of Pub.*
- Seguin, E. C.** (165), Am. Clin. Lectures:—Vol. 1, No. 2, Jacobi's Acute Rheumatism in Infancy, etc., pap., 40 c. *Putnam*.
- Selected Poems:**—(165) Præd's Red Fisherman;—(167) Tennyson's Miller's Daughter, pap., ea., 10 c. *Tompkins*.
- Shadowed Home.** See Bickersteth, E. H.
- Shipton, A.** (167), Wayside Service;—The Secret of the Lord, ea., 85 c.; pap., 25 c. *Warren & W.*
- Show your Colors.** See Fulton, J. D.
- Silver Threads of Song.** See Millard, H.
- Simons, E. D.** (167), Divine Pictures of the Christian Centuries, \$1.25. *W. H. Young*.
- Smith, E.** (165), Health, \$1. *Appleton*.
- Smith, J. E.** (166), Oakridge, \$2. *Osgood*.
- Smith, M. L. G.** (165), Minnie Weston, 90 c. *Am. Bap. Pub. Soc.*
- Smith, T. A.** (166), Patmos, \$1.25. *Griggs*.
- Southern** (167) Meth. Hymn and Tune Book, 75 c.; bds., 50 c. *Burke*.
- Southworth, E. D. E. N.** (165), Spectre Lover, \$1.75. *Peterson*.
- Spectre Lover.** See Southworth, E. D. E. N.
- Spurgeon, C. H.** (167), Types and Emblems, \$1.25. *Sheldon*.
- Stanley, A. P.** (166), Charles Kingsley, a Sermon, pap., 25 c. *Macmillan*.
- Statesman's Year-Book.** See Martin, F.
- Stein, Ernst.** See Zickel, S.
- Stephen, L.** (165), Hours in a Library, \$1.75. *Scribner*.
- Story of a Fellow-Soldier.** See Awdry, F.
- Sturtevant, E. L. and J. N.** (167), The Dairy Cow, \$2. *Williams*.
- Theodore** (167) Gray's First Years out of School, by K. M., \$1.50. *Whittaker*.
- Three Bank-Notes.** See Hoffmann, F.
- Transits of Venus.** See Proctor, R. A.
- Treasury Pictures.** See Miller, J. D.
- Tyndall, Dr.** See McCosh, J.
- Types and Emblems.** See Spurgeon, C. H.
- United States** (165), Benedict's District Ct. Rep., Second Circuit, v. 6, shp., \$7.50. *Baker, V. & Co.*
- Vaticanism.** See Gladstone, W. E.
- Venable, C. S.** (165), Elements of Geometry, part 2, Geom. in Space, \$1;—Same, 2 parts in 1 vol., \$2. *Univ. Pub. Co.*
- Victor** (167) la Tourette, \$1.75. *Roberts*.
- Walford, L. B.** (166), Mr. Smith, \$1.25. *Holt*.
- Walton, H.** (167), Diseases of the Eye, 3d ed., \$9. *Lindsay & B.*
- Warren, I. P.** (167), Chauncey Judd, \$1.50. *Warren & W.*
- Warring, C. B.** (165), Mosaic Account of Creation, \$2. *Schermerhorn*.
- Wayside Flowers.** See Lennox, C.
- Wayside Service.** See Shipton, A.
- Webb, J. R.** (167), Model Second Reader, bds., 55 c. *Sherwood*.
- Weeden, W. B.** (164), Morality of Prohibitory Liquor Laws, \$1.25. *Roberts*.
- Wells, D. A.** (164), Cremation Theory of Specie Payment, pap., 25 c. *Putnam*.
- Wesley, J.** (167), Reasons against Separation from the Church of Engl., reprint, pap., 25 c. *Whittaker*.
- Westcott, B. F.** (166), Survey of Hist. of New Test. Canon, 4th ed., \$3.50. *Macmillan*.
- Whyte-Melville, G. J.** See Melville.
- Winner's, S.** (166), Musical Present, \$1 and \$1.50. *Stoddart*.
- Wood, H.** (167), Foggy Night at Offord [new ed.], pap., 25 c. *Peterson*.
- Wooden** (166) and Brick Buildings, with Details, 2 v., \$18. *Bicknell*.
- Woolson, C. F.** (166), Castle Nowhere, \$2. *Osgood*.
- Yanko-Sequor on Free Trade.** See Pilon, M. R.
- Young Housewife's Counsellor and Friend.** See Mason, M.
- Zickel's, S.** (167), Deutsch-Am. Handlexicon des Allgemeinen Wissens, hf. mor., \$10;—Same in 80 parts, pap., ea., 10 c. *Zickel*.

IN Germany the corresponding publication to Prof. Schem's "Statistics of the World" is considered a household and business necessity, and many thousands are annually sold. The third revised edition of Prof. Schem's work will be issued soon by Lee & Shepard, in the atlas form, at half a dollar. His tables include, with wonderful compactness, the area, form of

government, population, army, navy, merchant marine, debt, currency, expenses, imports, exports, produce, coinage, measures, and names of cities of all countries. The principal creeds of the world are also shown—a new feature in the coming edition—with railroad, postal, and telegraphic statistics, the school statistics of fifty cities, and presidential election tables.

One Way or the Other!

THE growth of the reform movement since the convention at Put-in Bay has amazed those who were at that time most sanguine and who were almost laughed at for their faith. There were few, among Eastern wholesalers, who did not wish that the aims of the reform might be accomplished, but there were many who had little hope of practical results, and whose consequent indifference threw cold water on the movement. The convention produced a remarkable effect by the cordial and hopeful feeling which the mere gathering called forth. At first there seemed irreconcilable differences between what the Western dealers thought should be done, and what the Eastern thought could be done; but these were happily reconciled in the platform prepared by the Committee of Thirty, and adopted by the convention. On that compromise basis the wholesale trade expressed its agreement, the leading house of Philadelphia excepted.

During this year, the Eastern publishers, who were before skeptical, have become fully convinced of the wisdom, possibility, and necessity of the reform. They have seen that the old evils were leading rapidly to a system which would replace retail prices by a manufacturer's price, on which the retailer might ask what advance he could—a system which, under the peculiar conditions of the book business, would virtually do away with retail bookstores, and lose the publisher his distributing system. They have seen that the large bookstores, that would aim at "large sales and small profits" by breaking down retail prices, attracted no additional custom, because the small dealers were immediately forced to offer like or greater discounts. They have seen that the true safety is therefore in adhering to the retail prices, with only such exceptions as the weakness of the trade and its demoralization make temporarily necessary, and in diverting competition from cut-throat discounts to a legitimate rivalry in the intrinsic excellence and cheapness of books.

The development of this true spirit has made possible now what was not possible then, and for this reason we hope that the advanced course suggested in place of the original platform of the convention by the Messrs. Lippincott, may have general support from the trade. We believe that these suggestions map out the true and wise platform on which the trade should stand. There are one or two points in which logical amendment may be suggested. The term "large buyers" was perhaps purposely left vague by the convention because of the feeling that lines could not be safely drawn too rigidly; we believe that this vagueness is now not

wise, and that this exception should be limited to a specified amount *at one time*. It is for the trade to decide whether \$100 is the wisest limit. This discount to those who are wholesale, though not trade, buyers, is in one sense indefensible, but it is in accordance with a usual and natural law that it seems difficult to abrogate. It may also be said that clergymen have equal claims with teachers, who, and not schools, are named in the letter, as in a measure co-workers with the bookseller. For ourselves, we think that all professional classes ought to be put on the same basis, that of retail prices, and that the regular discounts now made to clergymen on books published solely for them, might, with profit to the trade, and with certain advantages to themselves, be compensated for by a reduction in retail prices. Let the bookseller, and all other tradesmen, join in giving their clergyman a living salary, and then let him ask no favors of any one. It is as cheap, and much better in the end.

We are always willing to acknowledge, however, that the ultimate decision, especially of these practical matters, rests properly with the generality of the trade, acting honestly and broadly in the interests of all. And we trust to see any minority in the trade guiding itself in this same spirit. This principle has present application. If the body of the trade should think it impracticable to put the course which the Messrs. Lippincott propose, and which we strongly advocate, into immediate operation, it is certainly only fair that they should still be asked to go as far as the majority think possible, however further they may be willing to go. We believe that no mere trouble of obtaining signatures anew, which would of course have to be done, should stand in the way; and we think that if the Boston, New-York, and Philadelphia signatures were obtained, the West could be relied upon to act fairly without further signatures until the next convention. But if the great body of the trade believe that it is not yet sufficiently out of its demoralization to come up to this advanced course, it is certainly not asking any change of base in the Philadelphia house, to expect them to give the reform in its present stage their concurrence, and then to come to the next convention and advocate an advance which there would then be few to oppose. Otherwise their letter would have simply the effect of a diversion still in opposition to practical reform, and their course might be admired rather for good generalship than for effective sympathy with the trade. We trust no minority would have so little respect for the trade at large as to attempt to dictate or enforce a policy which the great body of the trade could not see its way clear to adopt. The new position

of the Philadelphia house means every thing or nothing, as its future acts interpret its letter.

If we read the Messrs. Lippincott's letter as they mean it to be read, the reform is, as we said last week, virtually accomplished. We trust the leaders in the Central Association will find it possible to induce the Eastern trade to advance to the true platform at once. If it be found that this is not possible, it is the Messrs. Lippincott's turn again. The greater includes the less. If, therefore, their suggestions can not be made practicable before the next convention, their expressions of co-operation call upon them to do what can be done. If school-books can not be brought in just now, let us be content with miscellaneous books; or if this or that exception, or a certain vagueness, be still practically necessary, so long as objections are simply negative and not positive, let us all make the best of it now, and work for better in the future. In the hope that this is the spirit in which their latest letter pledges them to act, we renew our congratulations to the Messrs. Lippincott and to the trade on their accession to the reform. While to those who have been leaders from the first, the trade owes its hearty thanks: they will not soon be forgotten from its annals.

THE subscription list to our "Monthly Book Circular" is steadily growing, but we hope to see every enterprising bookseller using this cheap and effective method of advertising his fresh stock. The name does not find favor, so that we propose to change it, probably to *The Literary News*, but individual dealers may have such title with their imprint as they choose to direct. Nobody can afford to be without it, and we trust our manager of this department may hear from many of the buyers at the trade sale before they leave town.

WE again call the attention of manufacturing or importing stationers to our standing request, that copies of all new catalogues and price-lists should be sent both to this office and to Mr. Albert G. Yohn, Indianapolis, who is editing for us the general price-list of the *Stationers' Annual*. As this enterprise is now to be pushed forward as rapidly as possible, it is important that Mr. Yohn should have any new material at once.

TIME to talk about the Centennial! What is the book trade going to do about it? Suggestions are in order.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The New Platform.

PHILADELPHIA, March 29, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: We write in response to your request for expressions of opinion upon Messrs. J. B. Lippincott & Co.'s last letter.

We think that Messrs. Lippincott & Co., having so fully and satisfactorily abandoned their former positions, there is now nothing to prevent the reform's going into speedy operation, the modifications Messrs. Lippincott & Co. propose having our entire approval.

We believe the sense of the trade at large to be that discounts to professional men should be abandoned, there being no more reason why we should sell them goods at a reduction, than that they should render us their services at a reduction; although the discount of twenty per cent to libraries and school-teachers is perhaps allowable. The minimum limit of \$100, net, at one purchase, to constitute a "large buyer," is certainly reasonably small, and we think, on the whole, very judicious.

It seems to us that the views of Messrs. Lippincott & Co., regarding school-books, are sound, and we presume there will be no difficulty in obtaining the assent of the school-book publishers, although we know so little of books of this class that there may perhaps be some reason why the existing rules on the subject should not be changed. If this should turn out to be the case, however, there does not appear to be any reason why the reform should not go into effect upon miscellaneous books. This matter certainly does not hinge upon the action of the school-book publishers, and even should they find it impracticable to accede to the proposed rule, we suppose Messrs. Lippincott & Co. will not force us all to go without bread, rather than start with half a loaf.

However, we can not see any reason why the complete and most satisfactory reform that Messrs. Lippincott & Co. now make possible, should not be carried through to a successful consummation. It has our hearty support.

Very truly,

PORTER & COATES.

Have Faith!

TOLEDO, O., March 29, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: "Shake" on the Lippincott platform, and, by all means, "shake" the present trade-sale system at the earliest possible day. How far this does seem from the little gathering at Cincinnati! Your weekly visit was never more welcome. The \$100 minimum is another good step forward, but will the religious book publishers permit the clergymen to pay retail prices? If teachers are allowed the

discount, clergymen should be also; but *there* it should stop. But we are willing to work for the *no* discount platform, to be followed by a reduction in retail prices to a basis allowing a maximum discount to jobbers of one third, and one fourth to retailers, as soon as it can reasonably be brought about. The lack of confidence in the trade with itself is the most serious obstacle in the way, and with this we must have patience. I trust our central organization, in its wisdom, will so plan that there shall be frequent "assembling of ourselves together," for acquaintance promotes confidence.

Facilities for ascertaining the *truth* must be afforded by means of tracers, or in other ways, without trusting to the reports of interested traveling men, or the mistakes of customers. From Mr. Clarke, a fellow-member and Chairman of the Arbitration Committee, I learn that in almost every case complaints of infringement have been fully explained away; and in any case in which a falling from the agreement has occurred, I am certain that a proper reference to parties in position to know the facts, instead of concluding that a break had been made, and assuming that it was useless to hold on, would have saved the rule, and, still more, restored lost confidence. Irresponsible traveling men, itching to make sales, take advantage of any seeming break, and do much to make a fair understanding of the case impossible. There are, it is true, many honorable exceptions to the rule, but, no doubt, much harm is done in the way I have mentioned. And, in Chicago, they have found out a better way, and state the case frankly before a meeting of their trade.

By all means, arrange the programme so that the annual meeting of the trade and the book fair shall coincide in time and place.

Yours, G. B. BROWN.

A Clear Statement of a Difficulty.

HUNTINGDON, PA., March 30, 1875.

To the Editor of the *Publishers' Weekly*:

DEAR SIR: The number of March 27th is just to hand, and I am glad "Bookseller" talks out concerning the school-book branch of the trade and the way it is demoralized, and for his insisting that the reform is most needed here. And just here is where it should get the first "patch."

My experience here has been, I think, a fair sample of the general trouble. I have endeavored to build up a fair trade in this town in the book line, took a good store, and by close attention to business I was enabled to get to my counter a living trade. A year or two ago, I was surprised by a visit from a school director, who said that they had about contracted with the publishers to supply the school direct with books, but, as I was a citizen and a taxpayer, he thought best to ask me if there was "anything in it" to me. When I protested against this arrangement, he said that the bookseller was making too much off the parents. When I denied that, and remarked that 30 to 33½ was not more than a fair profit, he showed his hand with a remark that there was no use talking about my only getting that discount. "Why, we are offered at from 37½ to 40, and as you are in the trade, I have no doubt you get

at least 50 per cent." It was to him a case of circumstantial evidence, and as he was a merchant in other lines, he drew his own conclusions from the way other business was done. And I suppose I stand convicted in his mind of two great crimes: robbing the poor parent and lying to the school-director. Well, they, the school-agent and school-board, fixed it all up between them. I have been told the discount is 37½ to 40 per cent on different stock, and my shelves were left with a fair stock, but all unsalable. Every now and then a customer comes in (to whom I sell every thing else in my line he needs) for, say, a dollar book, and the next morning, bright and early, the party for whom the book was bought, boy or girl, is back at the store with a request that we take the book back, as the "professor" (Heaven save the mark! for he is kept busy at the book and slate-pencil counter at the "Hill") will sell the same book at 60 cents. In all these cases I consider it policy to do as requested, as it is my rule always to lose a sale rather than a customer. But the trouble does not end there. My customer has his mind abused as to the profits of my business, thinks that that is the average rate, and consequently is filled with suspicion in purchasing any thing from me, no matter what, even if it is only a "Pure Gold," boards, at 30 c.; and I could go on with the list of damages done books of all kinds, by supplies forwarded to the "professor," and by him supplied at cost to the dozen or so teachers under him, and they, thinking over their good bargains, speak of it to their friends, teachers or not. The main point I am talking against in this arrangement is that it saves nothing to the parents, as the profit on the amount of books sold all goes to keep a teacher at selling and keeping the book account, when their money and my money is paid him for teaching, and not for cutting into another legitimate trade with which he has no business. I have many hopes for the speedy coming of that good time.

By the way, don't overlook my name on the Finding List. Put it through, and as soon as possible; and do you know it would be a great aid just now in helping the reform through! In many cases, I can not, despite the number of books I handle and my term of service (some eight to ten years), give the customer the exact information as to size, date of edition, etc., and so the sale is not made at any price, and it may never be made, as many a book is inquired for and bought when the customer is full of some "notion." Now, with this handy list in the hands of the trade, the bookseller would be able to give information, and the books he would be so promptly able to supply would in a measure compensate for the lack of discount, and in this and other ways would help the country bookseller and the good work along. Truly,

J. A. BLAIR.

RANDOLPH, N. Y., March 29, 1875.

To the Editor of the *Publishers' Weekly*:

DEAR SIR: I think the Messrs. Lippincott have at one stroke cut the Gordian knot. They are entitled to all praise. I think the surplus profits resulting from this association on the part of publishers to themselves will amply repay for all the perplexities and anxieties it has cost. Judging from my own feelings, I

believe it will have a very stimulating effect upon the retail business throughout the country. Very respectfully yours,
E. McMANUS.

Humors of the Trade.

PROVIDENCE, March 27, 1875.

MY DEAR MR. EDITOR: You ask us to send you the humors of the trade, and I have ventured so far in compliance as to forward the following:

It was one day last winter, in the midst of our Christmas business, while my store was filled with ladies, that a splendid specimen of the *genus homo* appeared before me. Edging his way through the crowd, he finally formed one in the long line which stood at my counter, when, looking at me steadily for an instant, he said, with a loud and distinct utterance, "Have ye Aristotle?" That he wanted "Aristotle's Masterpiece," the character of which is too well known, flashed instantly on my mind; and for an instant it was my turn to be dumfounded. To have a fellow yell out such a title in such a presence, wasn't agreeable; he saw I hesitated, and mistaking my hesitation for ignorance, he thrust under my eyes a little memorandum-book, on which was rudely written, "Harry Stottle's Master Piece." I shook my head, and he, to my great relief, went for the door.

Akin to this species of blunder was one which happened many years ago, while I was a clerk in W.'s store. A thin and wiry Scotchman came in one day and inquired for a copy of Tannahill's Poems. It was of myself he asked, and never before having heard of such a book, I made search among the catalogues, and found out about it, telling the Scotchman, whom meantime I had kept waiting, that we would send for a copy for him. He directed me to do so, which order I immediately turned over to our chief-clerk C., at the same time informing him it was a foreign book. This all being in the ordinary course of business, attracted no attention. But, two or three days thereafter, Mr. W. received a letter from Messrs. Little, Brown & Co., which ran somewhat in this wise: "Sir: We will thank you not to order obscene books from us; we are not in the habit of keeping such stock." Utterly at a loss to understand this extraordinary missive, Mr. W. wrote for an explanation and received in reply the original order sent by C., and this was the way he did it: "Please send a copy of Fanny Hill." It was only a change of a letter, but it was awfully funny.

This calls to my mind another funny blunder of this same chief-clerk C. There was a little book on French Conversation, by Chouquet; it was published by the Appletons. A young lady inquired for it one day, and C., finding that we had no copy, placed its name on the order-book. There was no effort to restrain our merriment when we saw how he had done it: "Show-Case Conversations." Well, this was years ago; C. was an excellent young fellow, and he is now, only he is no longer young; but his forte was not in bookselling, and so he gave it up. Such, my dear Mr. Editor, are some of the "Humors of Bookselling," as they happened in Providence. If they prove acceptable to you I will draw further upon my recollections. Truly yours, SIDNEY S. RIDER.

Packing Agencies in London.

10 Warwick Square, Paternoster Row,
LONDON, E. C., March 11, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Our attention has been called to a letter in your issue of January 16th, headed, "A Suggestion for a New Business," in which the writer complains of the loss he recently sustained through the want of a packing agency in New-York, where he can order his parcels to be inclosed, packed, and shipped, promptly and efficiently, not as a favor, but that, by payment of a small sum, he may be entitled to have this most important feature of the trade attended to as a matter of business, and without taxing the good nature of those firms who will do this by courtesy.

As the originators of a packing agency, established in 1839, for the English home trade, and so successfully conducted that we are now supported by the majority of the principal booksellers and stationers in the United Kingdom, we can confidently speak of the advantages to the trade of making this a special branch, and we have no doubt as to the success of Mr. Geyer's undertaking, provided he be promptly and generally supported.

Yours respectfully,

W. H. HAYDEN & Co.

The German Book Exchange System.

The Trade Sale being a chief feature of the coming week, we have thought it well to present to the attention both of the visitors to the trade sale and the trade generally, a summary of those features of the German trade which bear upon the proposed "Book Exchange" for our own trade. This is principally made from the two articles on the subject in Nos. 5 and 6 of Volume I. of the WEEKLY (Feb. 15th and 22d, 1872), written for us by a veteran bookseller, which we have amended by data from various sources. Most of these two articles will be found quoted in the chapter on "The Paradise of Books" (Leipzig) in Dr. Hurst's "Life and Literature in Germany," which contains much pleasantly-put further information on the subject. The peculiar commission business, which is the result of the growth of centuries of German organization, is so unlikely to find footing in this country that it is not worth while to reprint the full description of that. Mr. Christern's letter to Mr. Aston (Convention Supplement, August, 1874) is another interesting contribution to this subject. There are several bound volumes on the bookselling business published in Germany, the latest authority being F. Hermann Meyer on "The Organization and Business Management of the German Bookstore," of which a second and revised edition is just issued by Waldow, Leipzig. Besides the daily *Börsenblatt*, Leipzig has also Schürmann's *Magazin für den Deutschen Buchhandel*, begun with 1874, which has long articles on trade subjects and has given attention to the progress of trade reform in this country.

The main-spring of the German book trade's commercial intercourse is a clearing house on a very large scale. It is located in Leipzig and is called the Booksellers' Exchange. It occupies a building originally belonging to a joint-stock company of members, but whose shares have now all been redeemed from the in-

come of the association, so that within a year or two the building has become the inalienable property of the association at large.

It has about 900 members, but all of the 3000 (or more) firms in the various branches of the book, music, and print trade derive benefit from its functions, and all contribute directly or indirectly to its support.

The Constitution of the Booksellers' Exchange provides for the common debate on subjects of general interest and for a common method of settling accounts. Membership is acquired by proof of regular license to do business in any branch of the trade; by the payment of an initiation fee and annual dues; by depositing the circular of the firm personally signed by the members thereof; and by a written pledge to conform to the rules, and to submit to the judgment of the committee of arbitration in cases of dispute with any member of the association or fraternity.

The government is invested in a board of directors with President, Secretary, and Treasurer, and standing committees of six each, serving without pay, from whom appeal lies to the General Meeting held each spring. The General Meeting hears the report of the President, elects standing committees, passes upon the budget for the next financial year, and adopts rules to govern the action of the fraternity in their intercourse with one another.

The executive functions are committed to the Board of Directors and standing committees, whose members are jointly responsible for any unconstitutional act of such board or committees, and individually responsible for their personal acts in contravention of the constitution or rules of the General Meeting. The standing committees are: On Finance and Accounts; on the Exchange Building; on Elections; and on Arbitration. They are elected for three years, one third of the members going out annually.

The functions of the three first committees are so obvious that they require no specification.

The Committee on Arbitration acts as a commercial tribunal between members who are pledged to obey its *subpœna*, the object being to obviate litigation before courts of law between members. Notice of differences is sent to the Chairman in writing, specifying briefly yet lucidly the points at issue. The chairman notifies the party accused, orders meeting of the committee, and cites both parties to appear. The case is then argued, and every member of the committee has the right to propose methods of compromise. Minutes are kept by the secretary, but on demand of either litigant must be kept by a sworn notary public. The results of the arguments on compromise are kept in "Compromise Minutes," signed by the chairman and secretary, or notary, if one has been employed. Certified copies of the "Compromise Minutes" may be demanded by either party. No charge is made for the services of this committee, except for actual disbursements. The work of this committee has been of great benefit to the fraternity in keeping their quarrels in the family, in deciding all questions by the common-sense views of experts, and in gradually establishing a code of fair dealing which has given a high tone to the morality of the trade, besides saving all court costs.

The official organ of the association is the *Börsenblatt* (literally Exchange Paper), which is published daily under the superintendence of the Board of Di-

rectors, who appoint a managing editor, furnish all official matter for publication, determine the rates to be charged for advertising, and exercise a general control of the financial and editorial management. The *Börsenblatt* is the recognized *Trade Circular* of Germany, through which the trade obtains the first bibliographical notice of new publications, works in preparation, changes in price-lists or terms, and whose advertising columns are invariably used by all members of the fraternity in seeking or furnishing trade information.

The editorial bibliographical part of this invaluable medium of trade intercommunication is made up from the books actually on the editor's table, never from the mere transcripts of titles which might be carelessly made by irresponsible clerks. The rule being understood by the trade, that whatever brief mention may have been made of books in preparation or in press, *they will not be officially recorded among new publications until they reach the editor's table*, every publisher has a direct interest in sending his new works as early as possible. The editor is thus enabled to prepare absolutely correct lists of new publications containing complete bibliographical information as to title, size, style, pages of preface, pages of text, etc., and the result is a thoroughly reliable bibliography, surpassing in merit that of any other country, and exercising a highly beneficent influence on the literary education of the trade, raising it to the dignity of a *bibliographical profession*.

The Exchange being considered a clearing-house, the commission houses of Leipzig correspond to individual banks, who do certain business, buying, selling, forwarding, etc., for the dealers throughout all Germany. These commission houses keep no stock, except for their correspondents, and do not ordinarily buy or sell on their own account: they are thus an entirely distinct class from our jobber, who is unknown in the German system, but who has an important function in the American trade. The functions of the commission house are therefore principally those of a forwarder, to whom the publisher sends hundreds of parcels addressed to members of the trade, which the agent sorts and divides around among the other commission houses, receiving in turn and massing those for his principals. Each of the small packages is simply tied up in papers, with the invoice on the outside showing the names of sender and addressee. Those addressed to cash dealers are marked "cash," or "C.O.D." as the American phrase is, and receipted on the billhead. The delivery of these is by porters of the commission, and a loss is almost an unheard-of thing.

The correspondence which causes this immense movement of parcels, or grows out of errors in the invoices accompanying them, is something entirely peculiar to the German book trade and deserves special mention. It is almost entirely open, carried on on little slips of paper, 2 by 2½ inches in size, having a printed heading saying, "A. B. demands of —," on which the blank is filled up with the addressee's name, and under it is simply written, say, "1 Bunsen's Hymns." This constitutes the order, which is not signed. If the book is sent on account, the slip is kept as a voucher. If for any reason the book is not sent, the slip travels back, and on it is written the reason, say, "Out of print," or "Please mark order

cash." If the remark thus sent back calls for a rejoinder, that also is written on the same little slip, say, "Why cash? you owe me money;" and thus the little slip often travels backward and forward half a dozen times, till it is hard to tell in what direction it is going, but nevertheless never misses the address; such is the clerical accuracy. These little slips, be they many or few, are sent by mail to the commission house by all its constituents, and are by it deposited in the Booksellers' Exchange post-office, where they are sorted and redelivered to the commission houses, four times daily, at the charge of the association only. On lively days, from 50,000 to 60,000 slips, letters, circulars, or other written or printed communications pass through this department of the Booksellers' Exchange, and the annual delivery exceeds ten millions of documents.

The commission house acts also in the capacity of a banker. Payments on account are made between the commission houses once a week in the Exchange building, pay lists being sent around the day before. Thus only balances have to be provided for, and but little money changes hands, each commission house deducting all it has to receive from all it has to pay. The pay lists are then mutually receipted, and constitute a voucher for all payments made.

In very nearly the same manner proceeds the settlement of the annual accounts, which takes place in the Easter Fair. The fiscal year closes with the calendar year. Accounts are regulated by correspondence through the Exchange post-office between January and Easter. At Easter, such books as may have been received "for sale or return," and remained unsold, are returned to Leipzig and charged back. These return invoices are then deducted from the figures established by previous correspondence, and the balance is entered upon the pay-lists.

A great many booksellers from all parts of Germany come personally to the Leipzig Easter Fair, to make or renew acquaintance, to confer about new enterprises, to attend to the common business of the general meeting of the Exchange Association, or to regulate disputes. Many of these attend to their own payments in the Exchange building; but of late years it has become more and more the practice to make out pay-lists for the commission house, which groups all the pay-lists of its constituents in one, and settles balances with the other commission houses just as on weekly clearing days.

In order to avoid arbitrary delays in payment, the rule has been established that accounts which do not entirely agree are paid two thirds during the Easter Fair, and the last third is settled after discrepancies have been smoothed out by further correspondence. This rule has been abused so that the creditor almost invariably received only two thirds of his claim when due, and the balance from one to six months later. To remedy this, a practice has gradually grown up forbidding the carrying forward to new account, or to dispute account, any but specified items by special agreement. Since then nearly all accounts are fully paid at Easter.

As a forwarder, the commission house receives an annual (very moderate) fixed salary, gauged by the probable extent of services to be performed, and the share these would represent of the expense account

for rent, clerk hire, portorage, etc. This salary ranges all the way from \$5 to \$1000.

The profit of the commission house accrues, however, mainly from the specific charges. The principal source of profit is the item of packing. Constituents are not allowed any price for the embalming material of packages sent to the commission house, whilst the latter charges at the rate of \$1 per hundred-weight for packing the bales it forwards. For boxes the same charge is made by weight, and the price of the box added. There is also a small additional charge for handling the packages between the office and the railroad.

The organization we have sketched has its counterparts in several minor business centres, such as Berlin, Vienna, Stuttgart, etc. But by far the greatest part of the German booksellers' business intercourse is through Leipzig, which is at once the emporium of all leading publishers, the centre of the forwarding business, the seat of all bibliographical and official trade information, and, in its Booksellers' Exchange, the universal clearing-house of all financial obligations of the fraternity.

BOOKS RECEIVED.

THE NATURAL HISTORY OF MAN, by A. De Quatrefages, translated from the French by Eliza A. Youmans. (D. Appleton & Co.) Prof. Quatrefages is one of the most successful and popular teachers of anthropological science in France. The contents of this volume were first given in the form of lectures to audiences of working-men; the language, therefore, is very clear, and the facts stated easy of comprehension. The author disclaims all the popular theories of the origin of man, but offers no new ones in the place of them. His lectures simply aim to embody the facts already proved relative to the "unity of the human species" and "the antiquity of man," and to define the physical, intellectual, and moral characteristics of the human race. The volume contains a number of plates. 12mo, cloth, \$1.

KATERFELTO: A STORY OF EXMOOR, by G. J. Whyte-Melville. (Porter & Coates.) "Katerfelto," the hero of this romance, is a gallant steed, who carries his young Jacobite master, reckless John Garnet, through many a midnight ride, and safely over many a dangerous path. The events of the story occur toward the close of the last century, and are of the wildest and most romantic nature. Gipsies and gipsy life occupy a large portion of the book, the principal heroine, Tyra Lovel, belonging to this nomadic tribe, and being a rare example of heroism and devotion. There is something very fresh and fascinating about the book; it deviates widely from the ordinary novel, and is marked by a strong individuality and originality of conception, which sets it apart as one of the very best novels of this author. 12mo, cloth, \$1.25.

THE GLOBE DICTIONARY OF THE ENGLISH LANGUAGE. (Estes & Lauriat.) A new etymological dictionary for the use of students. It is designed to take the place of the small school dictionaries long in use, and of course is fuller and more comprehensive, though in a very compact form. It is illustrated by over five hundred engravings on wood. In the appendix

we find a list of words and phrases from the Greek, Latin, and modern foreign languages, a glossary of Scottish words and phrases, a concise mythology, a list of the proper names in the Old and New Testament, etc., etc., making the work altogether a most valuable one for young students. 12mo, cloth, \$1.50.

THE LITTLE MAID AND LIVING JEWELS, by A. L. O. E. (Robert Carter & Brothers.) The principal characteristics which pertain to a true Christian are illustrated in the life of this "little maid." She is shown us in "meekness," in "faith," in "submission," in "truth," in "endurance," in "courage," and so on. 16mo, cloth, 75 cents.

THE TYPOGRAPHICAL HAND-BOOK, compiled by a Practical Printer. (Detroit, Mich.) This little publication gives in a handy, pocket-book form, sufficient practical information to render it a guide to the many intricacies connected with the printing trade. 50 cents.

ALICE NEVILLE AND RIVERSDALE, by C. E. Bowen. (Robert Carter & Brothers.) The two stories contained in this volume are simple narratives of home life illustrating the homely virtues of love, patience, and gratitude. They are very suitable for a young girl's reading. 12mo, cloth, \$1.25.

THE POOR CLERK AND HIS CROOKED SIXPENCE, by George E. Sargent. (Henry Hoyt.) A quaint and pathetic story of a poor clerk, who finds a well-filled pocket-book in the street, and runs for a mile almost to restore it to its owner, and is rewarded for his honesty by a present of a "crooked sixpence." In the loneliness of his poor room, this sixpence relates to him all the scenes of misery and poverty it has witnessed, recalling many incidents of his own sad life, upon which it had several times been an intruder. 12mo, cloth, \$1.25.

ELEANOR'S VISIT, by Joanna H. Mathews. (Robert Carter & Brothers.) Eleanor Hammersley's visit to the Middleton family with her "Grandmamma Hammersley" brings the young reader again into communication with some of "Miss Ashton's girls." Eleanor acts as peace-maker and mediator among the girls, winning their love and esteem. 16mo, cloth, \$1.25.

FROM Estes & Lauriat we have received two little pamphlets, one (No. 14) from the series known as "Half-Hour Recreations in Popular Science," edited by Dana Estes, specially devoted to "The Glacial Epoch of Our Globe," and written by Alexander Braun. The other, Part 6 of "Half-Hours with Insects":—"The Population of an Apple-Tree," by A. S. Packard, Jr. Each well illustrated; paper, 25 cents.

JAMES MILLER sends us a number of books, all pretty well known in the trade; they appear in new and fresh cloth bindings, but are printed from the old plates. They are Schmucker's "Four Georges," 12mo, \$1.75; Moore's "Epicurean," 12mo, \$1.25; Feuillet's "Romance of a Poor Young Man," 12mo, \$1.25; "Thinks I To Myself," 16mo, \$1.25; and "Drawing for Young Children," sq. 12mo, \$1.25.

TYPES AND EMBLEMS, by C. H. Spurgeon. (Sheldon & Co.) A collection of Mr. Spurgeon's sermons preached by him, on Sunday and Thursday evenings, at the "Metropolitan Tabernacle." The names of a few of them are, "The Star of Jacob," "The Broad Wall," "The Only Door," "Royal Emblems for Loyal

Subjects," "A Frail Leaf," "The Hemlet," "One Trophy for Two Exploits," etc. 12mo, cloth, \$1.25.

THE PARTING WORDS OF ADOLPHE MONOD. (E. P. Dutton & Co.) Adolphe Monod, a French Protestant pastor, died in Paris, 1856; but the remembrance of his wonderful eloquence still remains in the memory of those who were fortunate enough to listen to his preaching. During the year preceding his death, he was confined by a painful illness to his bed; but, in all this time, he did not omit receiving a few of his parishioners each Sunday, sending them away with words of comfort and consolation. These words are contained in this volume, and are among the most persuasive and winning that we have from him. A remarkably good and artistic photograph of Monod embellishes the book. 12mo, cloth, \$1.50.

MODEL SECOND READER. Sentence Method, by J. Russell Webb. (Geo. Sherwood & Co.) The subjects for reading in this book, and the method of presenting them, are specially designed to attract the attention of young students. The book is printed in large type on good paper, and contains a number of wood-cuts and colored plates. 16mo, bds., 50 cents.

THE DISCARDED WIFE, by Miss Eliza A. Dupuy. (T. B. Peterson & Bros.) 12mo, cloth, \$1.75.

OAKRIDGE, by J. Emerson Smith. (James R. Osgood & Co.) Both the time in which the story is laid, and the manner of telling it, carries us back a hundred years. It is so decidedly old-fashioned in tone as to stand altogether apart from the novel of to-day. It will attract notice from its various peculiarities of style, and from a sombre, supernatural hue pervading it, which recalls the horrors of Mrs. Radcliffe's novels, and the good old days of trap-doors, sliding panels, ghosts, subterranean passages, underground caves, and inopportune appearances of the wrong person in the nick of time. The scene of the story is a village in New-England, almost a century ago. 12mo, cloth, \$2.

ALL ABOUT JESUS, by Alexander Dickson. (Robert Carter & Brothers.) Taking his text from the fifth chapter of the "Songs of Solomon," the author dilates at length upon the beauties and unearthly graces of the Saviour. He aims at nothing argumentative or learned, but simply designs to touch the heart, and fill it full of the all-pervading love which seems to animate him to sing the praises of "His Beloved." 12mo, cloth, \$2.

THE GOSPEL SINGER, by Philip Phillips. (Lee & Walker.) Another collection of hymns and tunes to add to those already in the market. We can not judge of the worth of the little "Singer," as the airs are all new, but great care seems to have been taken to supply pieces for every occasion needed in Sunday-school work. 35 cents.

NEW PHYSIOGNOMY, edited by S. R. Wells. (S. R. Wells.) New edition of a work that has been a long time in the market, and is well known for its completeness and the thoroughness with which it treats of this special subject. It contains over a thousand illustrations. 12mo, cloth, \$5.

A WAYSIDE FLOWER, and other Poems, by Charlotte Lennox. (Kelly, Piet & Co.) These poems are gracefully expressed and full of

poetic feeling. "A Wayside Flower" is quite an ambitious effort, and epitomizes a woman's life and unhappy love. We have to make our acknowledgments to C. F. Stam & Brother, of Chester Town, Md., for this little book. 12mo, cloth, \$1.

THE SCIENCE RECORD FOR 1875, edited by Alfred E. Beach. (Munn & Co.) The fourth annual volume of the "Science Record" Series. It presents the most interesting useful discoveries and new facts pertaining to science and the industrial arts that have become known during the past year. All the back volumes of this valuable compendium have been reprinted, and may be obtained from the publishers. 12mo, cloth, \$2.50.

FROM Warren & Wyman we have received two devotional works by Anna Shipton, "Wayside Service" and "Secret of the Lord," each 16mo, cloth, 85 cents, or in paper, 25 cents. Also "Chauncey Judd," by Israel P. Warren, a story of the Revolution, the facts of which are all well authenticated. 12mo, cloth.

SELECTED POEMS, No. 19. (K. Tompkins.) Contains "The Miller's Daughter," by Alfred Tennyson, and "To Blossoms," by Robert Herrick. Paper, 10 cents.

CHRIST AND THE WORLD, Secularism the Enemy of the Church, by the Rt. Rev. F. D. Huntington. (E. P. Dutton & Co.) Paper, 25 cents.

REASONS AGAINST A SEPARATION FROM THE CHURCH OF ENGLAND, by John Wesley. (T. Whittaker.) First printed in London in the year 1758, and now reprinted in *fac-simile* by the above publisher.

PATMOS, OR, THE KINGDOM AND THE PATIENCE, by Rev. J. A. Smith, D.D. (S. C. Griggs & Co.) The animating thought of these sermons is that deeds speak louder than words; they aim to set before all a higher standard of spiritual good and usefulness. They are so full of sincere, practical Christianity, that they can not fail to give aid and sustenance to every mind brought in contact with their writer's inspiring eloquence. In force and diction they are far above the average sermon, and while divesting Christ of none of the mystery and illusion which surrounds him in the thoughts of his followers, they are imbued with a strong common sense, which appeals to the spirit of the age. We must call attention to the handsome get-up of the work. 12mo, cloth, \$1.25.

VICTOR LA TOURETTE. (Roberts Brothers.) "A Novel, by a Broad Churchman" is the subtitle to this work, and an indication somewhat of its tendency. It relates the history of a young man who came from France, an hundred years ago, to the wilds of America to preach the gospel of Christ according to his own interpretations of it. Believing in the catholicity of the Church of Christ, he repudiates all creeds which draw a line between Christians and weakens their efforts toward the regeneration of the world. He is in turn repudiated by different denominations, the story in consequence being interspersed with long doctrinal controversies. The work is really only a means for spreading broadcast some very advanced ideas on the subjects of true religion and creeds. It is exceedingly well written and will inspire deep interest, though scarcely entitled to come under the name of "novel." 12mo, cloth, \$1.75.

NATURE AND THE BIBLE, by J. W. Dawson, LL.D., F.R.S., F.G.S. (Robert Carter & Brothers.) The rapid strides of science in the past years have startled the theologians into defending and accurately defining their positions. They can no longer ignore its discoveries, and must reconcile them with biblical history or find their teachings considerably weakened. These lectures, delivered by Mr. Dawson on the Morse Foundation of the Union Theological Seminary, aim to do this: the reader must judge for himself of their success or failure. To familiarize the religious teacher with all the vagaries of modern free thought, a condensed history is given of all the schools of skepticism, with the various scientific theories advanced relative to the creation and the origin of man. Where the latter can be assimilated with revealed religion, every fact and argument is pointed out which can strengthen the Christian's position, and draw the scientist within the folds of the church. 12mo, cloth, \$1.75.

CHRISTIAN BELIEF AND LIFE, by Andrew P. Peabody, D.D., LL.D. (Roberts Brothers.) The growing skepticism of the day is met in these discourses by Dr. Peabody with profound and brilliant scholarship and the most winning eloquence. He treats the results of recent scientific investigation with all due respect, carefully examining the theories of creation evolved out of them, but does not think any of them, if admitted, can lessen a belief in the Bible and in Jesus Christ. This work will be read with pleasure by all denominations, its views being so broad and so free from sectarianism as to meet the approval of every liberal-minded Christian. 12mo, cloth, \$1.50.

EPOCHS OF HISTORY, edited by Edward E. Morris, M.A.:—Edward III., by the Rev. W. Warburton, M.A. (Estes & Lauriat.) An epitome of the long and eventful reign of Edward III. These little books do not profess to do more than sketch certain periods of history in their inner and outer aspects, but they do that exceedingly well. 16mo, cloth, \$1.

THE HOMCEOPATHIC DOMESTIC MEDICINE, by Joseph Laurie, M.D. Edited and revised by Robert J. McClatchey, M.D. (Boericke & Tafel.) This is the sixth American edition of a very valuable work. Its worth and importance are so well known to the trade as to need no comment. 8vo, cloth, \$5.

AN INTRODUCTION TO SPECULATIVE PHILOSOPHY AND LOGIC, by A. Vera. (Gray, Baker & Co.) This essay is reprinted from the *Journal of Speculative Philosophy*, where it attracted considerable attention. Its title is sufficiently indicative of its contents. 8vo, paper, \$1.

SONGS OF OUR YOUTH, by the author of "John Halifax, Gentleman." (Harper & Bros.) This makes one of the prettiest gift-books we have seen for a young lady musically inclined. The songs are set to music, mostly old French or Swedish airs, of rare grace and beauty. The work is charmingly gotten up, and most tastefully bound. Sq. cloth, \$2.50.

CONDITIONS OF SUCCESS IN PREACHING WITHOUT NOTES. Three Lectures delivered before the Students of the Union Theological Seminary, by Richard S. Storrs, D.D., LL.D. (Dodd & Mead.) To young students just entering the ministry, and also to many already in it, these lectures will afford the greatest assistance

in their preparation for preaching without notes. The course of mental training necessary for success is carefully and clearly pointed out, and many other suggestions offered of incalculable benefit to those in or about entering the profession. 12mo, cloth, \$1.25.

THE MAINTENANCE OF HEALTH. A Medical Work for Lay Readers, by J. Milner Fothergill, M.D., M.R.C.P. (G. P. Putnam's Sons.) An elaborate and exhaustive treatise on the subject of health, and how it may be retained intact, to the confines of old age. One of the best guides on this subject we have seen, for unprofessional people. It is noticeable both for the attractive manner in which it is written, and for the amount of almost invaluable information which it imparts. 12mo, cloth, \$2.

A TREATISE ON THE RESISTANCE OF MATERIALS; and an Appendix on the Preservation of Timber, by De Volson Wood. (John Wiley & Son.) The general plan and scope of this, the second edition of this work, are essentially the same as the former one. Some unimportant matter, however, has been omitted, while other has been added, which materially increases the scientific value of the work. 8vo, cloth, \$3.

ROBERTSON'S CHARLES THE FIFTH, with an Account of the Emperor's Life after his Abdication, by William H. Prescott. Vol. III. (J. B. Lippincott & Co.) Belonging to the handsome new edition of Prescott's works. 12mo, cloth, \$2.25.

GOD'S WORD THROUGH PREACHING, by John Hall, D.D. (Dodd & Mead.) Fourth series of the "Lyman Beecher Lectures" before the Theological Department of Yale College. The object of these lectures is to guide and stimulate young theological students in the work before them. They are simple and forcible in style, not dealing with any abstract questions of theology, but giving the result of the writer's own experience as a religious teacher, and offering sound, practical advice as to the best method of preaching the word of God. 12mo, cloth, \$1.50.

WAGGENER'S STANDARD WAGES TABLES, compiled by D. B. Waggener. (D. B. Waggener & Co.) These tables show at a glance computations of wages, for any number of hours from one to sixty, at rates from \$1 to \$50 per week. They can be relied upon as absolutely correct, and once used will be found indispensable wherever a large number of persons are employed. \$1.

LITERARY AND TRADE NEWS.

SEVERAL individual firms are doing good work in bibliography, and not least among them the house of Robert Clarke & Co., Cincinnati. Their "Bibliotheca Americana," of books in this department for sale by them, including Confederate publications, contains above 2500 titles and is very neatly gotten up, and their general law catalogue is well known as admirable of its kind.

MR. W. F. RAE, translator of Taine's "Notes on England," and author of "Westward by Rail," and "Wilkes-Sheridan-Fox," is the translator of Sainte-Beuve's "English Portraits" (Holt), and the writer of the critical sketch of his life and writings which prefaces the book.

GEN. SHERMAN'S "Memoirs" are to be ready at the Appletons in May, in two octavo volumes, of about four hundred pages each (probably at \$5.50), and will include in a pocket a large copper-plate map of the theatre of his campaigns, from one of the largest coppers ever engraved. He occupies about one hundred and fifty pages in a rapid sketch of his early career and observations, beginning with his experience as a first-lieutenant of artillery in the early days of California. The body of the works give a detailed account of his campaigns. In the last chapter he has revised and extended his papers in *The Army and Navy Journal*, which attracted so much attention here and abroad.

THE New-England Branch of the American Tract Society has removed to No. 23 Franklin street, Boston, the street which seems destined to become the "Booksellers' Row" of Boston. Its Philadelphia house is also in process of removal to a store on Chestnut street, near Fifteenth.

MR. WILKIE COLLINS has sold the copyright of all his already published works, for a term of six years, to Messrs. Chatto & Windus.

AMONG the early publications of Nelson & Phillips, not previously referred to, we may note a little work in the valuable "Normal Outline Series," by Rev. Dr. J. F. Hurst, an "Outline History of the Church." Miss Larned will have a fourth volume of her admirable stories for home reading, under the title of "Fire-side Stories;" we note with pleasure that her sensible "Talks with Girls" has passed to a second edition. Rev. Z. A. Mudge will make a pleasant book about "Arctic Heroes," giving the facts of Arctic exploration in shape for Sunday-school shelves. A considerable work by Rev. C. Munger, A.M., on "The Chronology of Bible History, and how to remember it," is in press.

AN important enterprise is projected in Cassell's "Library of English Literature," to be edited by Prof. Henry Morley. It purposes "to provide a compact and comprehensive library of English thought, from the earliest times to our own day. The arrangement will be chronological. . . . Each piece of prose or verse will be set in a brief narrative, showing when and by whom it was written, as far as that can be told, with here and there such information as may serve to secure fuller enjoyment. . . . The volumes will be freely illustrated with copies from trustworthy portraits, sketches of places, contemporary illustrations of manners and customs, or of incidents described or referred to in the pieces quoted."

We notice appended to the *prospectus* of this work, a note which we should like to see in connection with like enterprises here: "*Full Prospectuses of this important Work AT ALL BOOKSELLERS', and Post Free from the Publishers.*" Perhaps when booksellers can afford to be enterprising, this happy consummation will come to pass.

MR. J. DISTURNELL proposes to publish by subscription a Centennial guide to the metropolis, "New-York as it was and as it is" (1776-1876).

MRS. LYNN LINTON, the author of "Joshua Davidson" and "Patricia Kemball," has nearly finished another novel.

DR. NEWMAN has in preparation a new edition of his letter to the Duke of Norfolk, and he has added a postscript containing some criticisms on Mr. Gladstone's "Vaticanism." This will be republished immediately by the Catholic Publication Society, by arrangement.

A CATALOGUE published by M. Otto Lorenz gives 754 as the number of periodicals published in Paris. Theology can boast of about 53; law, 63; geography and history, 10; amusing literature, 56; public instruction and education, 25; literature, philosophy, philology, ethnography, and bibliography, 53; painting, 11; photography, 2; architecture, 8; music, 17; theatres, 8; fashion, 61; technology, 78; medicine and chemistry, 69; other sciences, 47; military matters and the navy, 23; agriculture, 18; and horsemanship, 12. There are 19 miscellaneous journals, 37 daily political papers, and 11 political reviews.

A WESTERN firm writes us: "We have now on our desk nearly every reference catalogue published, but your proposed list we *must* have. You have our sympathy in your arduous task."

CHATTO & WINDUS are to reproduce the Shakespeare first folio *fac-simile* in all respects but that of size.

F. B. PATTERSON will shortly publish "Steamship Notes," by "Norval," now in its second year. It will wear a "dress-coat" for the first time in the shape of a handsome cloth cover.

A NEW Hymnal for Sunday-schools, at the low price of twenty-five cents, has been prepared by the Rev. O. Witherspoon, rector of Christ Church, Buffalo, and is just ready at Martin Taylor's. The book is intended to meet the demand for music that *children* can sing, and is, for the most part, a fresh, original work. Such of the hymns as are from the Church Hymnal contain all the verbal corrections made by the last General Convention.

THE publishers of Universalist books have established an agency for their sale in the city of New-York, at 139 Eighth street, opposite the Mercantile Library, where all booksellers should send. Mr. A. B. Bullock is their agent.

THE London journals print an appeal from Mr. Thomas Cooper, an author, in behalf of the two orphan daughters of Thomas Miller, left in distress by his death. The *Circular* "willingly prints it, especially as, by the aid of Lord Houghton (then Monckton Milnes), Mr. Miller, the basketmaker-poet, was enabled to set up as a publisher in Newgate street, where he figured for some time, alas! at a loss, being a proof that, as a rule, an author can not be at the same time the producer and distributor of his goods, however fondly he may think so. But towards the two orphan daughters of a true and pure poet we can have nothing but compassion, and, having sent our mite, are free to ask those who can help, to communicate with Mr. Thomas Cooper, Portland Place, St. Mary's Street, Lincoln."

MR. F. T. PALGRAVE is engaged in compiling "The Children's Treasury," a collection of poems intended for children between nine and eleven years of age. The *Athenæum* says of a rumor that Mr. Palgrave has been denied permission to insert any of Mr. Tennyson's poems, "If this be true, we can not help regretting the refusal, and thinking it unwise even from

a commercial point of view, for most probably boys and girls who, through Mr. Palgrave, first became acquainted with the Laureate's poetry, would try to extend their knowledge of his writings." The liberality of American publishers in like cases is well known.

DR. AZEL AMES will enlarge his section of the Massachusetts Labor Bureau report, on "Special Effects of Certain Forms of Employment upon Female Health," into a volume entitled "Sex in Industry," which the Osgoods will publish. Dr. Ames's recent inquiries have put him in possession of many fresh and startling facts, which need to be brought out and discussed.

G. A. SIMCOX, an English poet, is preparing a work in verse, to be called "The Harrowing of Hell."

A NEW and cheaper edition of "Le Dictionnaire des Sciences Philosophiques" is about to be published by Messrs. Hachette, in monthly parts. The first edition, published twenty years ago, spread over six volumes, while it is hoped to condense this into one. Estimates of many philosophers, since dead, will be added to the old material, and among the writers are such as Barthélemy St. Hilaire.

By arrangement with the English publishers, D. Lothrop & Co., of Boston, will issue the English prize temperance essay, "The Temperance Reform: Its Claims upon the Christian Church." They will extend their popular summary of "African Adventure and Adventurers," by the addition of extracts from Dr. Livingstone's "Last Journals," and will publish the new edition about May 1st, at \$1.50.

THE publishers of the *City Observer*, London, offer £50 for a prize essay on "The Prevention of Panics."

THE *Augsburger Allgemeine Zeitung* makes interesting comparisons of the returns of book-publishing in Germany for successive years:

"The number of new books and new editions issued in Germany in 1868 was 10,563; in 1869, 11,305. In 1870, owing to the war, the numbers fell to 10,108. In 1871, there was a slight recovery, the figures rising to 10,669. In 1872, there were 11,127, and in 1873, 11,315 published; and last year, 12,070. There is, however, a notable decline in the number of theological books published."

AN elegantly-bound copy of "Lotos Leaves" is to be presented to Tennyson by Bronson Howard in behalf of the club.

IN addition to the reproductions from the Maclise gallery, the D'Orsay collection of portraits will hereafter be drawn upon for the illustration of the Bric-à-Brac Series. The Scribners have obtained a copy of this rare series through Mr. Welford in London, and will use the Count's portrait of Greville as a frontispiece for future editions of the Memoirs.

"DODGSON," the author of "Alice's Adventures in Wonderland," "Through the Looking-Glass," is also author of a work on Determinants.

THE third of the Putnam's "Clinical Lectures" will be on "Pneumo-Thorax," by Austin Flint, Sr., M.D., Professor of the Principles and Practice of Medicine in Bellevue Hospital Medical College.

MACMILLAN & Co. have in press a work in two large octavo volumes, by Mr. A. R. Wallace, on the "Geographical Distribution of Animals." It will be illustrated with maps and plates.

R. WORTHINGTON & Co. have purchased for this market an edition of the Hon. W. H. Drummond's "Rough Notes on the Large Game; and Natural History of Africa," with a spirited series of illustrations. It will be ready early in April. It is published in England at 24s., and the retail price here will be \$7.50.

W. W. WHITNEY has just issued the following new music: "Violette Song," by George W. Persley, 40 c.; "Laughing Song" (songs without words), for the Piano, by W. Hewitt, 30 c.

WE have just received from M. Gray, Portland, Oregon, and San Francisco, Cal., "La Jolie Parfumeuse de J. Offenbach, Opera Comique en Trois Actes, Waltz," 75 c., "Quadrille," 50 c.; "Sea-Fern," part song for mixed voices, by John P. Morgan, 35 c.; "The Valse Chantante," from Lecocq's popular opera, "La Fille de Madame Angot," with French and English words, 90 c.; "Mother! O mother! sing me to Rest," by Emma Dahl, 25 c.; "I saw thee Weep," by Emma Dahl, 25 c.; "Belles of the Kitchen," schottische, by William J. Blythe, 30 c.

HUMORS OF THE TRADE:—"It now becomes possible for the patient to swallow his fool," was an assertion that a careless printer proposed to father upon Dr. Fothergill, in the forthcoming American edition of his "Maintenance of Health." And a literary critic recently found, to his holy horror, that a wicked printer had foisted upon him the satire of calling the Rev. Mr. Talmage's recent book, "Spouts that Kill."

STATIONERY NOTES

EARLY in the past month the dealers in stationery prepared for the spring trade, by laying in better and more extensive stocks. Their anticipations of good trade were to a certain extent realized, but toward the end of the month the continued bad weather and the attempt to force up the price of gold had a very bad effect. Prices to a certain extent declined for the want of a demand to steady the market, and dealers concluded to carry their stocks into the present month, in preference to disposing of them at a sacrifice. The result of all these circumstances has been a poor business for March; but it has brought no discouragement, for April is expect-

ed to witness the revival in trade that was expected in the past month, the advent of which was only prevented by untoward circumstances. The orders from the country are still small, but as payments are prompt there is no complaint.

There are at present no novelties upon the market, but most of the standard firms are issuing new goods, such as have a steady reputation. In this category we would call attention to the manuscript, sermon, and legal papers manufactured by the Manhattan Paper Company, A. B. Bullock, agent, No. 139 Eighth street, New-York. These papers are perforated ready for use, and will be found very convenient for the use of clergymen and authors generally.

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ATTENTION is called to the advertisement of Mr. Robert Sneider, No. 37 John street, New-York. He has a well-founded reputation as a manufacturer of fine stationery, visiting-cards, and initial note-papers. Mr. Sneider makes a specialty of engraving and printing crests and monograms for the trade.

MESSRS. E. & H. T. ANTHONY & Co., 591 Broadway, New-York, have on hand a large assortment of chromos and frames, stereoscopes and views, also perforated mottoes at the lowest market prices. These mottoes are of their own manufacture, and embrace all the newest designs.

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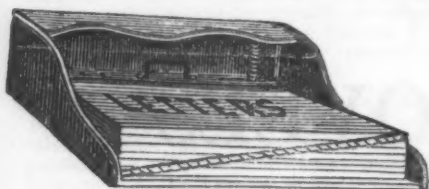
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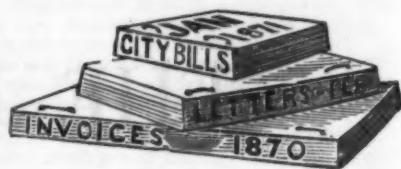
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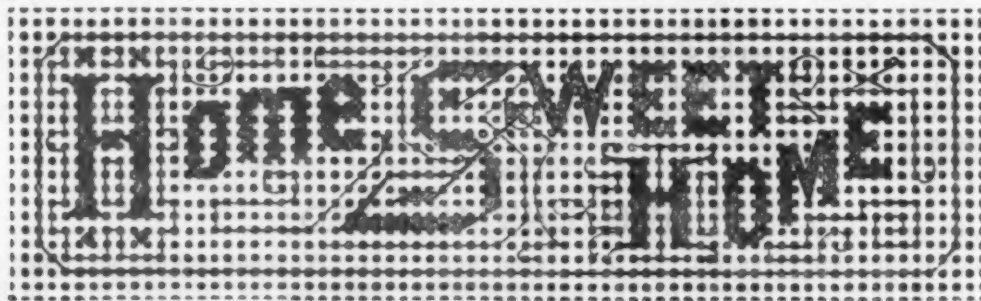
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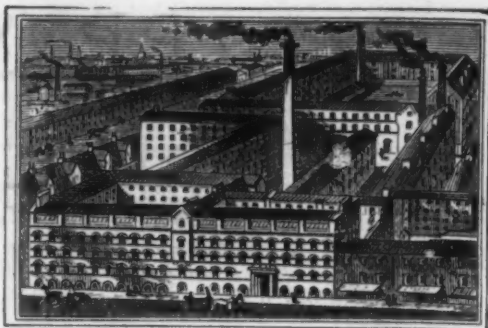
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